

## 30 Pricing and Negotiation

### 30.1 Pricing and Negotiation Overview

This function is intended to facilitate day-to-day management of the contract pricing process at the local level while providing meaningful performance measures. The Pricing and Negotiation function was modified for the DIRAMS Version 5 release. It should be used only for contract pricing actions such as:

- Pricing assistance provided to Buying Command or Contract Administration Office negotiators;
- Integrated Product Team (IPT) Pricing participation;
- Delivery Orders issued fully priced by CAOs and Unpriced Delivery Order issuance and/or definitization by CAOs (including repair delivery orders and repair and spare purchase orders);
- Provisioned items orders, Change Orders (including ECPs and VECs), Over and Above Work Requests, etc. issued and/or definitized by CAOs; and
- Negotiations performed by the CAO for Buying Commands that retain responsibility for issuing the contract, modification, or order.

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**Note:** If you are negotiating a price for a UCA, but the Buying Command has retained the responsibility to issue the definitizing modification, you must indicate this by selecting PCO in field 25.2.1.18. If you do not do this, the action will be incorrectly shown as part of the CAO's UCA backlog.

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Progress Payment Reviews, Rate Reviews, Consent to Subcontract, Financial Reviews, Administrative Changes, Delivery Schedule Extensions, Amended Shipping Instructions and similar efforts should not be included in this function. Offices that are using OACIS/OASYS to manage their Over and Above Workload should **not** enter the information into this system.

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**Note:** Currently, you cannot enter certain special characters (e.g., apostrophes and semicolons) into some data boxes.

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It is **important** that only one record for each contract action be entered, e.g. a technical analysis and a special report done for the same contract action should both be entered into one record. We've left it up to each CAO to determine who enters information into the system. Normally on an ACO negotiation, the negotiator would enter all the information for the contract action. On contract actions where we're providing pricing assistance to the PCO, there may be several people entering information into the same record (e.g., engineer doing a technical analysis, a cost/price analysts doing a special report).

**Pricing and Negotiation (Screen 1 of 3) For Official Use Only**

File Edit Functions Administration Help

CAO Team Last Revised Status

Program Contractor CLOSE

**Type of Action**

Acquisition...

☐ DoD ☐ NASA ☐ Other Federal ☐ Other

If DoD, DoDAAC

☐ New Contract ☐ Provisioned Item Order

☐ Delivery Order ☐ O/A Work Requests

☐ Change Order ☐ Other

☐ Competitive ☐ Other Than Competitive

Contract Type

☐ Spares ☐ Repairs

**Contract Information**

☐ Fully Priced ☐ Definitization

Contract/BOA #

RFP/RFQ #

Order #

Mod #

Issued By ☐ ACO ☐ PCO

Date

Amount

**UCA Information**

☐ UCA/Change Issuance

Unpriced Order #

Mod #

UCA Issued By ☐ ACO ☐ PCO

Date

NTE Amount

Proposal Due Date

**Negotiator**

☐ ACO Negotiated Actions

☐ PCO Negotiated Actions / All Subcontract Reviews

Figure 30-1 Pricing and Negotiation Screen 1

### 30.1.1 To Add or Create New Record



Insert Icon

1. To add (insert) a new record, click the **Insert** icon on the tool bar or select **File: New** from the menu bar. The system prepares the screen for you to enter the requested information.
2. Enter the requested information, then save your work.

### 30.1.2 To Move to the Next Screen



Next Page Icon

After you enter the information requested on screen 1, click the **Next Page** icon on the tool bar or select **Edit: Next Page** from the menu bar to open screen 2.

### 30.1.3 To Move to the Previous Screen



Previous Page Icon

You can return to a previous screen by clicking the **Previous Page** icon on the tool bar or selecting **Edit: Previous Page** from the menu bar.

### 30.1.4 To View or Edit Existing Record

**Note:** To remove all preexisting search criteria that may be present, click the **Clear** button. If you do not want to remove the preexisting criteria, you also have the option of retaining and/or editing it.



Search  
Icon

1. Click the **Search** icon on the tool bar or select **File: Open** from the menu bar. When you do, a Search window ([Figure 30-2](#)) appears.

*Figure 30-2 Pricing and Negotiation Search Pop-Up Window*

2. Enter the desired information.

**Note:** Do **not** enter hyphens or other special characters in any of the Search fields listed below.

- To specify a **Contract/BOA #**:
  - A. Click on the circle in front of **Contract/BOA #**. The cursor appears in the **Contract/BOA #** data box.
  - B. Type in the desired **Contract/BOA #**.
- To specify an **RFP/RFQ #**:
  - A. Click on the circle in front of **RFP/RFQ #**. The cursor appears in the **RFP/RFQ #** data box.

- B. Type in the desired **RFP/RFQ #**.
- To specify an **Unpriced Delivery Order #**:
  - A. Click on the circle in front of **Delivery Order #** in the **Unpriced** section of the search window. The cursor appears in the **Delivery Order #** data box.
  - B. Type in the desired **Delivery Order #**.
- To specify an **Unpriced Mod #**:
  - A. Click on the circle in front of **Mod #** in the **Unpriced** section of the search window. The cursor appears in the **Mod #** data box.
  - B. Type in the desired **Mod #**.
- To specify a **Fully Priced Delivery Order #**:
  - A. Click on the circle in front of **Delivery Order #** in the **Fully Priced** section of the search window. The cursor appears in the **Delivery Order #** data box.
  - B. Type in the desired **Delivery Order #**.
- To specify a **Proposal ID #**:
  - A. Click on the circle in front of **Proposal ID #**. The cursor appears in the **Proposal ID #** data box.
  - B. Type in the desired **Proposal ID #**.
- To specify a **Supplemental ID #**:
  - A. Click on the circle in front of **Supplemental ID #**. The cursor appears in the **Supplemental ID #** data box.
  - B. Type in the desired **Supplemental ID #**.
- To specify a **CAGE Code**:
  - A. Click on the circle in front of **CAGE Code**. the cursor appears in the **CAGE Code** data box.
  - B. Click in the **Open/Active** checkbox to find an open (or active) record associated with the **CAGE Code**.
    - or
    - Click in the **Closed** checkbox to find a closed record associated with the **CAGE Code**.
    - or
    - Click in the **Open/Active** checkbox *and* the **Closed** checkbox to find any record associated with the **CAGE Code**.
- 3. Click **OK**. If only one record matches your search criteria, the information associated with that record is displayed on the Pricing and

Negotiations screens. If more than one record matches your search criteria, a Search results window (Figure 30-1) appears. If more than 250 records are found, a message appears as explained in Section 10.2.3.

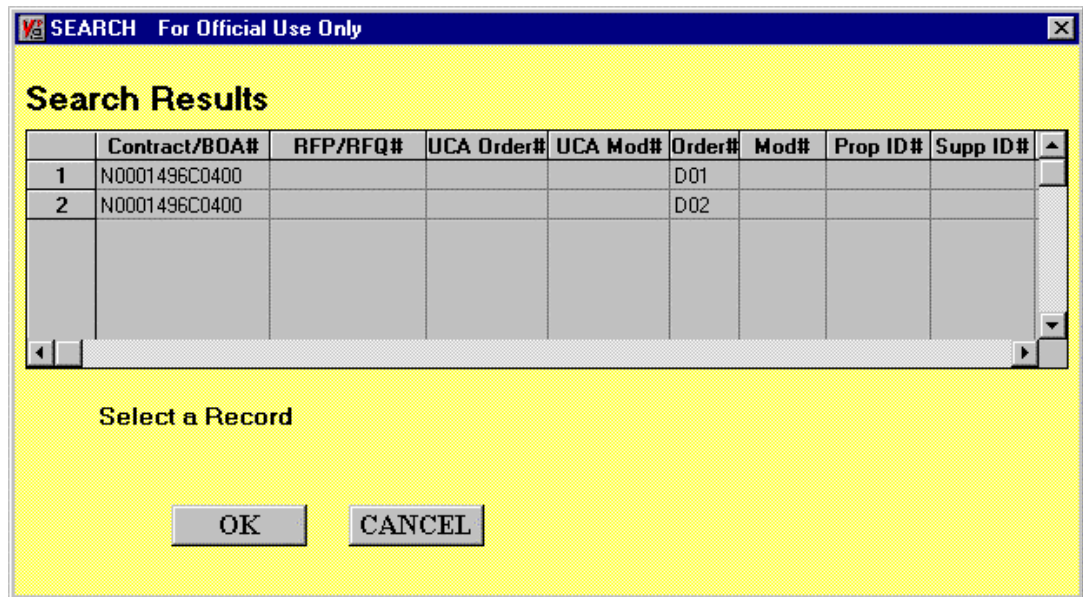


Figure 30-3 Pricing and Negotiations Search Results Window

4. Select (click on) the record you want.
  5. Click **OK**. Information associated with the record you selected is displayed on the Pricing and Negotiation screens.
- or
- Click **Cancel** to close the Search Results window.

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**Note:** If no record is found matching the information you entered, a pop-up window appears (Figure 30-4). Click **OK** to close the window.

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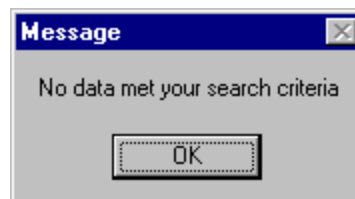


Figure 30-4 No Data Found Pop-Up Message

## 30.2 Pricing and Negotiation Screen 1 of 3

The top of Pricing and Negotiation screen 1 (Figure 30-5) contains basic record identifier information as well as the status of the particular record. The middle section of the screen is divided into three parts: (1) Type of Action--descriptive information relating to the contract action involved; (2) Contract Information--identification of the contract instrument; and (3) UCA Information--identification of the undefinitized contract action (UCA) initiating the acquisition when applicable. The bottom section, indicating whether the Administrative Contracting Officer (ACO) or the Procuring Contracting Officer (PCO) will negotiate the price, determines which screen will pop up as the second screen (dealing with “pricing assistance provided” for PCO negotiations or “pricing assistance received” for ACO negotiations) for the record.

When Pricing and Negotiation screen 1 first opens, you can either insert a new record (Section 30.1.1) or search for an existing one to open (Section 30.1.4). The delete procedure is explained in Chapter 6.

Figure 30-5 Pricing and Negotiation Screen 1 Fields  
Note: Numbers in data boxes indicate corresponding section numbers.



## 30.2.1 Fields for Pricing and Negotiation Screen 1 of 3

### Basic Record Identifier Information/Status of Record

#### 30.2.1.1 CAO

This protected data box is for the cognizant Contract Administration Office (CAO) code (2-5 alphanumeric characters). It is automatically populated based on the Username entered during the login process.

#### 30.2.1.2 Team

This field identifies the cognizant team within the Contract Administration Office (CAO). It is automatically populated when a record is created based on the Username entered during the login process. It may be overwritten manually (2-5 alphanumeric characters) if necessary, e.g., when cognizance over a particular contractor is transferred from one team to another or when negotiation responsibility for an action is transferred from one team to another.

#### 30.2.1.3 Last Revised

This protected data box is automatically populated with the current (system) date whenever changes to the record are saved.

#### 30.2.1.4 Status

This field is populated by the system based upon the status of the record. When a new record has been inserted and data entered, but not yet saved, it is considered a “New Record.” After a record has been saved, it is considered “Active” until closed. To close a record, click on the **Close** button discussed below. Records that are “Closed” may be viewed but not changed.

#### 30.2.1.5 Program

This field allows the local office to enter a program or weapon system code so that workload and performance for a particular program can be monitored. No specific format is prescribed (up to ten characters may be entered). Local convention should be established to ensure that program names are entered consistently—if not, queries won’t produce the proper result. For example, one user in a CAO may identify a program as “ABRAMS” while his coworker may identify it as “M1A2.” Although it is the same program, the lack of a consistent naming convention will frustrate queries.

#### 30.2.1.6 Contractor

Enter the contractor’s Commercial And Government Entity (CAGE) code in 30.2.1.6A. Then, after you press **Tab** or **Enter**, 30.2.1.6B is protected and automatically populated with the associated contractor name if the CAGE you entered is valid. If the contractor has not been assigned a CAGE Code, and if you are entering a record for PCO pricing assistance, you can enter 00000 in 30.2.1.6A. If you enter 00000, you must also enter the Contractor's name (up to 30 alphanumeric characters) in 30.2.1.6B.

### 30.2.1.7 Close Button

Selecting this button will close a fully completed record thereby allowing no further changes to it. A closed record cannot be changed; therefore, upon selecting this button, the user will get a chance, in the form of a pop-up window, to confirm this choice. If the decision to close the record is affirmed, the system will check the record to ensure that all required fields for that particular type of action have been filled.

- If the record is determined to be complete (i.e., all required fields filled), after one final confirmation by the user, the record will be closed.
- If required fields are not filled, the user will be prompted to fill the fields. When complete, and after one final confirmation by the user, the record will be closed.
- You will receive a record closed successfully message.

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**Note:** You may enter and close a record at the same time if all required information is entered properly.

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## Type of Action Section

### 30.2.1.8 Acquisition

Indicate the type of acquisition by selecting the circle that corresponds to one of the following: **DoD**, **NASA**, **Other Federal** or **Other** (e.g., direct foreign Government buys, State or Municipal contract actions). One, and only one, of the choices must be selected before the record can be closed.

### 30.2.1.9 If DoD, DoDAAC

If the acquisition is for DoD, enter the DoD Activity Address Code (DoDAAC) of the Buying Activity (refer to DFARS Appendix G). It is normally the same as the first six positions of the Procurement Instrument Identification Number. This could be different if, for example, a NAVICP order is being issued against a NAVAIR Basic Ordering Agreement (BOA).

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**Note:** This is the customer's DoDAAC, **not** the CAO DoDAAC.

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This field is used to identify our workload to our buying office customers; i.e., identify who are we working for. This field is checked against data in SDW/SICM; therefore, it must be a valid number. This field must be filled (if the Typed of Acquisition action is DoD) before the record can be saved.

### 30.2.1.10 Contract Vehicle

Indicate the kind of contracting action undertaken by selecting one, and only one, of the following choices:

- New Contract
- Delivery Order
- Change Order (include ECPs and VECs)



- Provisioned Item Order
- O/A Work Requests
- Other (include Defense Management Council Goal: Improve the percentage of contracts closed out in accordance with FAR/FDFAAR goals..., as well as spare and repair purchase orders)

If the Contract Vehicle is Delivery Order, you must first select UCA/Change Issuance (30.2.1.22) in the UCA Information section. This field must be filled before a record can be closed.

For efforts to definitize letter contracts (whether providing pricing assistance or actually negotiating the action), select “other.” This will allow you to properly identify the letter contract as a UCA (refer to “UCA Information Section”) without requiring an “Unpriced Order #” or “Mod #” to be input in that section.

#### **30.2.1.11 Competition**

Indicate whether the acquisition will be Competitive or Other Than Competitive. Only if the action will result in a new contract (refer to “Contract Vehicle” field above), will “Competitive” be a valid choice. “Other Than Competitive” must be selected if anything other than “New Contract” was selected above.

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**Note:** This field automatically defaults to **Other Than Competitive** except when **New Contract** is selected.

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#### **30.2.1.12 Contract Type**

One, and only one, of the choices provided in the pull-down menu must be selected to close the record. The choices correspond to those contained in Block C.5 of DD Form 350, Individual Contracting Action Report (refer to DFARS 253.204-70). The choices are Fixed Price, Firm Fixed Price, Fixed Price W/Economic Price Adjustment, Fixed Price Incentive, Cost Plus Award Fee, Cost Contract, Cost Sharing, Cost Plus Fixed Fee, Cost Plus Incentive Fee, Time and Material and Labor Hour (refer to FAR Part 16). In the event that the contract being priced includes contract line items of various types, (i.e., hybrid contracts), select the type that represents the greater amount of the contract cost/price.

#### **30.2.1.13 Spares/Repairs**

When the contract action is for spares or repairs, select the appropriate button.

### **Contract Information Section**

This section contains descriptive information pertaining to the contract instrument. With the exception of letter contracts, no UCAs (e.g., provisioned items orders, unpriced delivery orders) or actions treated similarly to UCAs (e.g., Change Orders) should be included in this section—UCA information is contained in the next section. For example, information concerning a Change Order issued unilaterally would be placed in the UCA Information section whereas information pertaining to the associated supplemental agreement (constituting “equitable adjustment” of the

change) would be contained in this section. However, the Contract BOA against which the UCA is issued **MUST** be identified in this section.

#### **30.2.1.14 Contract Action**

Indicate whether the action has been (or will be) issued fully priced (Fully Priced) or whether the action definitizes (Definitization) an existing UCA by selecting the appropriate circle. It is necessary to select one of the two choices to close a record.

#### **30.2.1.15 Contract/BOA #**

Enter the 13-character unique Procurement Instrument Identification number (PIIN) for DoD contracts or Basic Ordering Agreements. Do not insert the hyphens—if it is a DoD acquisition (i.e., if you have identified it as such), the hyphens in the PIIN will be inserted automatically. For NASA, Other Federal or Other contracts, you may enter up to 16 alpha-numeric characters—include hyphens as necessary since the system will not insert them (because there is no standard federal procurement instrument identification numbering system/format). This is a required data field unless the action is to result in a new contract; therefore, the field must be filled if you selected any of the following as the Contract Vehicle: Change Order, Provisioned Items Order, Delivery Order, O/A Work Requests or Other.

#### **30.2.1.16 RFP/RFQ #**

Enter the 13-character unique Procurement Instrument Identification number for DoD solicitations. Do not insert the hyphens—if it is a DoD acquisition (i.e., if you have identified it as such above), the hyphens will be inserted automatically. For NASA, Other Federal or Other contracts, you may enter up to 16 alpha-numeric characters—include hyphens as necessary since the system will not insert them (because there is no standard federal procurement instrument identification numbering system/format). This is a required data field if the action is to result in a new contract (if you selected “New Contract” as the Contract Vehicle); otherwise, it is optional.

There may be a few cases where formal solicitations are not issued but the anticipated outcome of the pricing action is the award of a new contract, e.g., streamlined sole-source negotiation approaches such as “IPT Pricing” or “ALPHA Acquisition,” unsolicited proposals, etc. In these cases, simply enter a number, in the proper format as necessary, so that a unique record can be created.

#### **30.2.1.17 Order #**

Enter the delivery order number (up to 4 characters) as applicable. This field must be filled before a record can be closed if you selected “Delivery Order” as the Contract Vehicle and the order is to be (or has been) issued fully priced. **Do NOT use this field to identify unpriced orders.**

#### **30.2.1.18 Mod #**

Enter the modification number (up to 6 characters) as applicable. This field must be completed to close a record if the record is for a UCA to be definitized by the ACO. It must be filled if the action at hand is a change order that will be issued or definitized by the ACO.

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**Note:** Typically, change orders are issued unilaterally and require a subsequent modification to make an equitable adjustment to the contract price—put the number of the modification providing the equitable adjustment in this field and the change order number in the modification field in the UCA section (discussed below). Albeit infrequently, change orders are issued as supplemental agreements (a strange contracting practice but ACOs have said some buying offices do this)—in such a case, since a subsequent equitable adjustment would not be necessary, the “change order” number should be put in this field, i.e., treat it like any other supplemental agreement.

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### **30.2.1.19 Issued By**

Identify whether the contract or modification will be (or has been) issued by the ACO or the PCO. One or the other must be selected to close the record. (If you are negotiating on behalf of a PCO who will ultimately issue the contract or modification, you should select “PCO” when the record is created so that “workload on hand” is properly classified by the system.)

### **30.2.1.20 Date (Date of Definitization or Date of Fully Priced Order)**

Enter the effective date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) for the modification or order. This field is required to close the record for contract modifications and delivery orders issued by the ACO.

### **30.2.1.21 Amount**

Enter the amount (up to 11 digits, no cents) of the contract action. This field is required to close the record for contract modifications and delivery orders issued by the ACO.

## **UCA Information Section**

This section keeps track of actions on-hand pending definitization and should improve local management by facilitating queries (e.g., UCAs on-hand over 120 days for which the contractor has not yet submitted a qualifying definitization proposal) that with the manual logs are extremely time consuming.

### **30.2.1.22 UCA/Change Issuance**

Select this button if the action involves a UCA (such as an unpriced delivery order or provisioned items order). Change Orders that are not issued fully definitive, i.e., those that will require the contracting officer to make an equitable adjustment in the future, should also be identified in this section. This is a required data field if you want to enter information in any of the UCA fields in this section—information pertaining to the UCA, whether issued by the ACO or PCO is also required in order to later enter data concerning its definitization.

### **30.2.1.23 Unpriced Order #**

Enter the Unpriced Order Number (up to 4 characters) when applicable. This field is required to close the record if the UCA/Change Issuance button is selected and Delivery Order was selected as the “Contract Vehicle” section. Either this field, or the Mod # below, is required to close the record if the UCA/Change Issuance button has been selected (unless “Contract Vehicle” selected is “other”—as in the case of letter contract definitizations). Since this field is a key search field it

is beneficial to input this information as soon as possible after the Unpriced Order is issued (or received from the PCO).

#### **30.2.1.24 Mod #**

Enter the Modification Number (up to 6 characters) for the UCA or Change Order in this field when applicable. Either this field, or the Unpriced Order # above, is required to close the record if the UCA/Change Issuance button has been selected (unless “Contract Vehicle” selected is “other” – as in the case of letter contract definitizations). Since this field is a key search field it is beneficial to input this information as soon as possible after the modification is issued (or received from the PCO). In the case where a mod is issued to an unpriced order, both the unpriced order # and the mod # may be entered.

#### **30.2.1.25 UCA Issued By**

Select the appropriate choice to indicate whether the UCA was issued by the ACO or PCO. This field is required to close the record if the action involves an UCA. This is the date used to compute the UCA age.

#### **30.2.1.26 Date (Date UCA was issued)**

Enter the effective date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) for the UCA (modification or order). This is the date used to compute the UCA age. If left blank, the UCA will automatically be shown as overaged. This field is required to save the record if the action involves a UCA.

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**Note:** Once the record is saved, this field cannot be changed.

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#### **30.2.1.27 NTE Amount**

Enter the amount of the ceiling price or not-to-exceed amount (not the obligated amount) for the UCA (up to 11 digits, no decimals). Change Orders are not required by the acquisition laws or regulations to have a ceiling price, but many do—if not, insert your best estimate of its value (use budgetary estimates, maximum Government liability, etc.). This field is required to save the record if the action involves a UCA.

#### **30.2.1.28 Proposal Due**

This field contains the date that the contractors definitization proposal is due to the Government. This date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) may be overwritten when the UCA provides time frame for submission of qualifying definitization proposal. This field is only required when the action at hand is definitization of a UCA or change order.

### **Pricing Information Section**

#### **30.2.1.29 Negotiator**

This field is required before you can proceed to the next screen. Select the appropriate circle to indicate whether the action will be (or has been) negotiated by the PCO or the ACO (if working on a subcontractor’s proposal, see next paragraph). If you select “PCO Negotiated Actions/All

Subcontract Reviews,” the next screen will be the Pricing Info---PCO Negotiated Actions/All Subcontract Reviews screen. If you select “ACO Negotiated Actions,” the Pricing Info—ACO Negotiated Actions screen will be next. This field is required to save a record.

If evaluating a subcontractor’s proposal in response to a request from the CAO cognizant of the prime contractor (i.e., performing an assist/subcontract review), select the “PCO Negotiated Actions/All Subcontract Reviews” button even if the action will be negotiated by the ACO responsible for the prime contractor. The reason is that, regardless of who will negotiate the prime contractor’s proposal, the task at hand is to provide pricing assistance. The “Pricing Info—ACO Negotiated Actions” screen is for the ACO to keep track of pricing assistance requested. So, in this case, the assisting CAO will have a record for the assistance provided and the CAO requesting the subcontract review will have a record of having obtained pricing assistance for the subcontract proposal. (This is one case where two records for the same contract action is O.K.)

### 30.3 Pricing Info--PCO Negotiated Actions/All Subcontract Reviews Screen 2 of 3

You can access Pricing and Negotiation screen 2 by either (1) selecting **Next Page** from the list of **Edit** options or (2) using the arrows on the tool bar. When you do this, the screen in **Figure 30-6** pops up if you selected PCO Negotiated Actions/All Subcontract Reviews at the bottom of Pricing and Negotiations screen 1. This screen is for information related to the type and timeliness of pricing assistance provided to the PCO (or to either the ACO or PCO if performing an assist/subcontract review. (If you selected "ACO Negotiated Actions", see Pricing Info – ACO Negotiated Actions section.

Figure 30-6 Pricing Info--PCO Negotiated Actions/All Subcontract Reviews Screen Fields

Note: Numbers in data boxes indicate corresponding section numbers.

#### 30.3.1 Button on Pricing Info – PCO Negotiated Actions/All Subcontract Reviews Screen 2 of 3

Selecting this button:	Performs this function:
<b>Additional Pricing Assistance Provided</b>	Access the PCO Negotiation Actions Continuation window



### 30.3.2 Fields for Pricing Info--PCO Negotiated Actions/All Subcontract Reviews Screen 2 of 3

#### 30.3.2.1 *Type of Pricing Support (Assistance) Provided*

You selection of the Type of Pricing Support (Assistance) Provided here determines the functionality of the fields at the bottom of the screen. Select the appropriate choice to indicate whether the type of pricing assistance provided is Integrated Product Team (IPT) Pricing Assistance/**IPT Participation, Tech Assist, Special Report** (all Pricing Reports should be entered under this category) or **Other** (there would be an entry under this category **only** in the **RARE** case where the PCO required a consolidated pricing report). Note again: this field is not for such things as Progress Payment Reviews, Rate Reviews, Financial Reviews.

Consider involvement in all team-oriented contract pricing approaches as IPT Participation. Note that if IPT Participation is selected, information concerning price negotiation will also be required—see introductory note in “Negotiation Information” section. If IPT Participation is selected, then no further selections will be allowed in this section (otherwise, multiple selections are possible) because when working in an IPT, the sole focus is on the success of the team in expediting contract award, not the preparation of the individual pricing recommendations.

#### 30.3.2.2 *If IPT, Date of RFP/RFQ*

If the Type of Pricing Support (Assistance) Provided is IPT Participation, enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) of the Request for Proposal or the Request for Quotation. The IPT may be formed prior to the release of the solicitation (and actually should be to take greatest advantage of the IPT concept); regardless, enter the date of the solicitation. This field is used to generate cycle time for the acquisition. In some sole source contracting actions, buying offices dispense with a formal solicitation. In such cases, use the date when discussions leading to award of a contract are initiated with the contractor and make an appropriate comment in the Remarks section (discussed later) of the record.

### CAO Participants Section

If the Type of Pricing Support (Assistance) Provided is IPT Participation, then at least one individual within the CAO must be identified as a member of the team.

#### 30.3.2.3 *If IPT, Identify CAO Participants*

Select the name of each individual within the CAO serving on the team from this drop-down list of CAO employees.

#### 30.3.2.4 *Pricing Assistance for*

Select the appropriate choice to indicate whether pricing assistance is being provided for either a prime contract or subcontract.

## Other Pricing Assistance Provided Section

### 30.3.2.5 Other Pricing Assistance Provided

Whether or not these options are enabled or protected is determined by the options selected for the Type of Pricing Support (Assistance) Provided at the top of the screen; i.e., when you select one or more of the Pricing Support (Assistance) buttons at the top of the screen (**IPT Participation, Tech. Assist, Special Report** or **Other**), the corresponding buttons on the bottom of the screen are enabled. Once a field becomes enabled, it also becomes required.

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**Note:** The Pricing Support (Assistance) buttons can be deselected by clicking on them. When deselected, the corresponding buttons (at the top of the screen) are automatically deselected and the corresponding fields are automatically cleared.

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### 30.3.2.6 Requested

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the request for pricing assistance was received. This field is required to complete a record if you have indicated that pricing assistance has been requested.

### 30.3.2.7 Due

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the pricing assistance is due to the customer. Note that this is the date specified in the request—not another date “negotiated” with the customer. This field is required to complete a record if you have indicated that pricing assistance has been requested.

### 30.3.2.8 Sent

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the information requested is provided to the customer. If the information requested is provided telephonically or by electronic media (and is complete and fully responsive to that requested) in advance of a formal written report being prepared, use that date and make a comment to that effect in the “Remarks” section. This field is required to complete a record if you have indicated that pricing assistance has been requested unless the request has been cancelled.

### 30.3.2.9 Cancelled

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the request was cancelled as applicable. This is required when you have indicated that the request has been cancelled.

### 30.3.2.10 Analyst

Select the specific employee assigned to the TSN from this drop-down list of CAO employees.

### 30.4 PCO Negotiation Actions Continuation Window

The PCO Negotiation Actions Continuation window (Figure 30-7) appears when you click the **Additional Pricing Assistance Provided** button on PCO Negotiated Actions/All Subcontract Reviews Screen 2 of 3. This window allows you to enter information about any additional pricing assistance that may have been provided.

**Note:** This is a window, not a screen; therefore, no menu bar or tool bar actions are available.

Type	Requested	Due	Sent	Cancelled	Analyst
30.4.2.1	30.4.2.2	30.4.2.3	30.4.2.4	30.4.2.5	30.4.2.6

OK Cancel Return

Figure 30-7 PCO Negotiation Actions - Contd. Window

#### 30.4.1 Buttons on the PCO Negotiation Actions Continuation Window

Selecting this button:	Performs this function:
OK	Save the information you entered or edited
Cancel	Remove any unsaved changes you made
Return	Close the PCO Negotiation Actions Continuation window

## 30.4.2 Fields for the PCO Negotiation Actions Continuation Window

### 30.4.2.1 *Type*

Indicate the type of additional assistance being provided by selecting one of the following from this pick list.. The assistance need not be in the format of a formal written report (refer to DLAD 5000.4, Contract Pricing chapter).

---

**Note:** Depending on the Type of Pricing Assistance Provided on PCO Negotiated Subcontract Reviews screen 2 of 3, any of the following appear in the list: **Tech Assist, Special Report, Other** and/or blank.

---

### 30.4.2.2 *Requested*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the request for pricing assistance was received. This field is required to complete a record if you have indicated that pricing assistance has been requested.

### 30.4.2.3 *Due*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the pricing assistance is due to the customer. Note that this is the date specified in the request—not another date “negotiated” with the customer. This field is required to complete a record if you have indicated that pricing assistance has been requested.

### 30.4.2.4 *Sent*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the information requested is provided to the customer. If the information requested is provided telephonically or by electronic media (and is complete and fully responsive to that requested) in advance of a formal written report being prepared, use that date and comment in the “Remarks” section. This field is required to complete a record if you have indicated that pricing assistance has been requested unless the request has been cancelled.

### 30.4.2.5 *Cancelled*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the request was cancelled as applicable. This is required when you have indicated that the request has been cancelled.

### 30.4.2.6 *Analyst*

Select the specific employee assigned to the TSN from this drop-down list of CAO employees.

### 30.5 Pricing Info--ACO Negotiated Actions Screen 2 of 3

You can access Pricing and Negotiation screen 2 by either (1) selecting **Next Page** from the list of **Edit** options or (2) using the arrows on the tool bar. When you do this, the screen shown in **Figure 30-8** pops up if you selected “ACO Negotiated Actions” at the bottom of Pricing and Negotiations screen 1. This screen is for information related to the type and timeliness of pricing assistance received by the ACO (or assigned CAO negotiator) for price negotiation. The purpose of this screen is to provide a means for the negotiator to track pricing assistance requested from other DCMC analysts within the CAO, from other CAOs (DCMC assist), cognizant DCAA office and other DCAA field offices (DCAA assist).

*Figure 30-8 Pricing Info--ACO Negotiated Actions Screen Fields  
Note: Numbers in data boxes indicate corresponding section numbers.*

#### 30.5.1 Button on Pricing Info – ACO Negotiated Actions/All Subcontract Reviews Screen 2 of 3

Selecting this button:	Performs this function:
<b>Additional Pricing Support Received</b>	Access the ACO Negotiation Actions continuation window

## 30.5.2 Fields for Pricing Info--ACO Negotiated Actions Screen 2 of 3

### 30.5.2.1 Type of Pricing Support Provided (Assistance Received)

You selection of the Type of Pricing Support Provided (Assistance Received) here determines the functionality of the fields at the bottom of the screen. If no pricing assistance is required, this screen may be left blank (e.g., small dollar value).

Select the choice corresponding to the type(s) of assistance requested (**IPT Participation, Tech Assist, Special Report, Audit, or Assist**). If assistance is to be provided by an organization other than DCMC or DCAA (e.g., Buying Activity, Navy Price Fighters, etc.), you may use the “DCAA Assist” or “Additional DCAA Assist” fields to record the information—you cannot enter it elsewhere because the other “Type of Assistance” fields require information (e.g., Analyst Code, CAO Code) that would not be applicable in this case. Any number (from none to all) of the choices may be selected. Regardless of the type of assistance requested, the definitions for the associated timeliness fields are identical.

Consider involvement in all team-oriented contract pricing approaches such as “IPT Participation,” “ALPHA Contracting,” “One Pass,” etc. as IPT Participation. Note that if IPT Participation is selected, information concerning price negotiation will also be required—see introductory note in “Negotiation Information” section. If IPT Participation is selected, then no further selections will be allowed in this section (otherwise, multiple selections are possible) because when working in an IPT, the sole focus is on the success of the team in expediting contract award, not the preparation of the individual pricing recommendations.

### 30.5.2.2 If IPT, Date of RFP/RFQ

If the Type of Pricing Support Provided (Assistance Received) is IPT Participation, enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) of the Request for Proposal or the Request for Quotation. The IPT may be formed prior to the release of the solicitation (and actually should be to take greatest advantage of the IPT concept); regardless, enter the date of the solicitation. This field is used to generate cycle time for the acquisition. In some sole source contracting actions, buying offices dispense with a formal solicitation. In such cases, use the date when discussions leading to award of a contract are initiated with the contractor and make an appropriate comment in the Remarks section (discussed later) of the record.

## CAO Participants Section

If the Type of Pricing Support Provided (Assistance Received) is IPT Participation, then at least one individual within the CAO must be identified as a member of the team.

### 30.5.2.3 If IPT, Identify CAO Participants

Select the name of each individual within the CAO serving on the team from this drop-down list of CAO employees.



### 30.5.2.4 *Type of Pricing Assistance Received*

Select the appropriate choice to indicate whether pricing assistance is being requested for either a prime contract or subcontract.

### Other Pricing Assistance Received Section

#### 30.5.2.5 *Other Pricing Assistance Received*

Whether or not these options are enabled or protected is determined by the options selected for the Type of Pricing Support Provided (Assistance Received) at the top of the screen; i.e., when you select one or more of the Pricing Support Provided (Assistance Received) buttons at the top of the screen (**IPT Participation**, **Tech. Assist**, **Special Report**, **Audit** or **Assist**), the corresponding buttons on the bottom of the screen are enabled. Once a field becomes enabled, it also becomes required.

---

**Note:** The Pricing Assistance buttons can be deselected by clicking on them. When deselected, the corresponding buttons (at the top of the screen) are automatically deselected and the corresponding fields are automatically cleared.

---

If assistance is to be provided by an organization other than DCMC or DCAA (e.g., Buying Activity, Navy Price Fighters, etc.), you may use the “DCAA Assist” or “Additional DCAA Assist” fields to record the information—you cannot enter it elsewhere because the other “Type of Assistance” fields require information (e.g., Analyst Code, CAO Code) that would not be applicable in this case. Any number (from none to all) of the choices may be selected. Regardless of the type of assistance requested, the definitions for the associated timeliness fields are identical.

#### 30.5.2.6 *Requested*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which assistance is requested. This field must be filled for all selected types of pricing assistance.

#### 30.5.2.7 *Due*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which assistance is due. This field must be filled for all selected types of pricing assistance.

#### 30.5.2.8 *Received*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that the requested assistance is received. The date entered should be the date received by the requestor—not the date of the report. If the information requested is provided telephonically or by electronic media (and is complete and fully responsive to your request) in advance of a formal written report being prepared, use that date and make a comment to that effect in the “Remarks” section.

---

**Note:** If verbal transmission of the review results satisfies your needs, consider dispensing with the formality of an official written report. This field must be filled for all selected types of pricing assistance unless the request is cancelled (and the “cancelled” field filled).

---

**30.5.2.9 Cancelled**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that a request for assistance is cancelled when applicable.

**30.5.2.10 Analyst**

Select the specific employee assigned to the pricing assistance from this drop-down list of CAO employees. This field must be filled to close the record when the associated type of assistance has been requested (unless the request has been cancelled).

**30.5.2.11 CAO**

This field identifies the assisting CAO tasked to provide assistance. The CAO Name is selected from an alphabetized pick list of DCMC field offices. This field must be filled to close the record when the associated type of assistance has been requested (unless the request has been cancelled).

---

**Note:** It may be useful for CAOs to run queries on this field to determine which "sister" CAOs are often assisting your office.

---

**30.5.2.12 Subcontractor Name**

This optional field allows for identification of the subcontractor (up to 30 alphanumeric characters) to assist the negotiator in tracking outstanding assist reviews.

## 30.6 ACO Negotiation Actions Continuation Window

The ACO Negotiation Actions Continuation window (Figure 30-7) appears when you click the Additional Pricing Assistance Received button on ACO Negotiated Actions Screen 2 of 3. This window allows you to enter information about any additional pricing assistance that may have been received.

**Note:** This is a window, not a screen; therefore, no menu bar or tool bar actions are available.

**ACO Negotiation Actions - Contd For Official Use Only**

**Additional Pricing Support Received**

	Requested	Due	Received	Cancelled	Analyst
<b>30.6.2.1</b>	<b>30.6.2.2</b>	<b>30.6.2.3</b>	<b>30.6.2.4</b>	<b>30.6.2.5</b>	<b>30.6.2.6</b>
<input type="radio"/> Tech. Assist					
<input type="radio"/> Tech. Assist					
<input type="radio"/> Special Report					
<input type="radio"/> DCMC Assist					CAO
<input type="radio"/> DCMC Assist					<b>30.6.2.7</b>
<input type="radio"/> DCAA Assist					Subcontractor Name
<input type="radio"/> DCAA Assist					<b>30.6.2.8</b>
<b>30.6.2.9</b>	<input type="radio"/> Other Assist (Subcontract) Reviews?				How Many? <b>30.6.2.10</b>

OK Cancel Return

Figure 30-9 ACO Negotiation Actions – Contd

### 30.6.1 Buttons on the ACO Negotiation Actions Continuation Window

Selecting this button:	Performs this function:
OK	Save the information you entered or edited
Cancel	Remove any unsaved changes you made
Return	Close the ACO Negotiation Actions Continuation window

## 30.6.2 Fields for the ACO Negotiation Actions Continuation Window

### 30.6.2.1 *Type*

Indicate the type of additional assistance being requested by selecting the circle in front of any of the following: **Tech Assist**, **Special Report**, **DCMC Assist** and **DCAA Assist**.

### 30.6.2.2 *Requested*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which assistance is requested. This field must be filled for all selected types of pricing assistance.

### 30.6.2.3 *Due*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which assistance is due. This field must be filled for all selected types of pricing assistance.

### 30.6.2.4 *Received*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that the requested assistance is received. The date entered should be the date received by the requestor—not the date of the report. If the information requested is provided telephonically or by electronic media (and is complete and fully responsive to your request) in advance of a formal written report being prepared, use that date and make a comment to that effect in the “Remarks” section.

---

**Note:** If verbal transmission of the review results satisfies your needs, consider dispensing with the formality of an official written report. This field must be filled for all selected types of pricing assistance unless the request is cancelled (and the “cancelled” field filled).

---

### 30.6.2.5 *Cancelled*

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that a request for assistance is cancelled when applicable.

### 30.6.2.6 *Analyst*

Select the specific employee assigned to the pricing assistance from this drop-down list of CAO employees. This field must be filled to close the record when the associated type of assistance has been requested (unless the request has been cancelled).

### 30.6.2.7 *CAO*

This field identifies the assisting CAO tasked to provide assistance. The CAO Name is selected from an alphabetized pick list of DCMC field offices. This field must be filled to close the record when the associated type of assistance has been requested (unless the request has been cancelled).

---

**Note:** It may be useful for CAOs to run queries on this field to determine which "sister" CAOs are often assisting your office.

---

**30.6.2.8 Subcontractor Name**

This optional field allows for identification of the subcontractor (up to 30 alphanumeric characters) to assist the negotiator in tracking outstanding assist reviews.

**30.6.2.9 Other Assist (Subcontract) Reviews?**

Select this radio button if other assist reviews (subcontracts) are requested. If this radio button is selected, the number of other assist reviews (subcontracts) must be entered in the "How Many?" data box.

**30.6.2.10 How Many?**

Enter the number of other assist (subcontract) reviews that are requested. You must enter a number (up to 2 places) in this data box if, and only if, "Other Assist (Subcontract) Reviews" is selected.

### 30.7 Negotiation Information Screen 3 of 3

Pricing and Negotiation screen 3 (Figure 30-10) contains information about the proposal, negotiation and results of the negotiation. You can access screen 3 by either (1) selecting “Next Page” from the list of Edit options or (2) using the arrows on the tool bar.

Most of these fields are mandatory (i.e., must be filled for record to be closed) if:

- Negotiation is to be performed by the ACO (or other CAO employee). This is keyed by the selection made on screen 1 (Negotiated By: “PCO Negotiated Actions/All Subcontract Reviews” or “ACO Negotiated Actions.”)
- Negotiation is to be performed by the PCO with IPT Participation by the CAO. This is keyed by the selection made on screen 2 Type of Pricing Assistance Provided: IPT Participation.

---

**Note:** If difficulty is experienced in obtaining the information required on this screen when working in an IPT, then you are not actually working in an IPT.

---

All of the fields within the Negotiation Information screen are optional if the record is for (non-IPT) pricing assistance for an action to be negotiated by the PCO (e.g., “routine” Tech Assist, Special Report). Nonetheless, it may be useful to enter information such as Proposal Identification Number (“Proposal ID”) and Supplemental Proposal Identification Number (“Supplemental ID”) to facilitate retrieving the record since these are key search fields (refer discussion of “searching” earlier in this section). Information concerning the dollar value of the proposals (“Contractor Proposal: Amount”) you’re supporting may also prove useful.



**Negotiation Information (Screen 3 of 3) For Official Use Only**

File Edit Functions Administration Help

**Contractor Proposal** **Prenegotiation Objectives** **Negotiation** **Price Negotiation**

Proposal ID **30.7.1.1** Prepared **30.7.1.6** Date Negotiated **30.7.1.9** Prepared **30.7.1.10**

Supplemental ID **30.7.1.2** Approved **30.7.1.7** Approved **30.7.1.11**

Proposal Date **30.7.1.3** Target Amount **30.7.1.8** Amount Negotiated **30.7.1.12**

Received Date **30.7.1.4** Name **30.7.1.13**

Amount **30.7.1.5**

**Contractor Supporting Data** **30.7.1.14**

Type of Pricing Data Obtained From Contractor ... ☐ Certified Cost or Pricing Data ☐ Pricing Information

If action exceeds TINA threshold and Cost or Pricing data not obtained, **30.7.1.15**

basis ... ☐ Adequate Price Competition ☐ Commercial Item ☐ Law or Regulation ☐ Waiver

**Other Information** **30.7.1.16**

Negotiated under ... ☐ FPRA ☐ Tailored FPRA ☐ FPRR ☐ No Rate Agreement **30.7.1.17**

Status of Contractor's Cost Estimating System (If Applicable) ... ☐ Adequate ☐ Partially Disapproved ☐ Disapproved

**Remarks** **30.7.1.18**

Figure 30-10 Negotiation Information Screen Fields  
 Note: Numbers in data boxes indicate corresponding section numbers.

## 30.7.1 Fields for Negotiation Information Screen

### For Contractor Proposal...

#### 30.7.1.1 Proposal ID

Enter a proposal number/identifier (up to 8 characters). This field is optional and established for CAOs that may find this an easy way to refer to a specific action. However, note that when the record is for the issuance of a fully priced contract action (e.g., delivery order), this field may be necessary to create a distinct record.

#### 30.7.1.2 Supplemental ID

Enter a Supplemental Proposal Identification Number (up to 10 characters). This field is optional and established for local use (ECP #s, internal tracking numbers, etc.). However, a word of caution: if a particular office intends to use this field in queries, it must establish a local convention/definition for this field (similar to the scenario described for the "Program" field on screen 1).

### **30.7.1.3 Proposal Date**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) of the proposal. This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs. The date entered is the date of the original proposal—it should not be changed; simply reflect additional assistance data submissions by the contractor (updated rates, incurred costs on UCAs).

### **30.7.1.4 Received Date**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that the proposal is received in the CAO. This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs since it is used in cycle time computations. The date entered is the date the original proposal is received—it should not be changed since it is used in cycle time computations.

---

**Note:** Once the record is saved with this date entered, the Proposal Received Date cannot be changed.

---

### **30.7.1.5 Amount**

Enter the amount (up to 11 places, no decimals) of the proposal. The amount entered is that of the original proposal. This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs since it is used to calculate “Return on Investment Cost Avoidances.” In the case where additions and deletions to the work statement is being negotiated and the total amount comes out to a negative number, this amount should be the “absolute value” of the total amount.

## **For Prenegotiation Objectives...**

### **30.7.1.6 Prepared**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) on which the prenegotiation objectives are prepared. Prenegotiation Objectives are required for all pricing actions (see FAR 15-406-1(b)). This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs. If a formal Prenegotiation Objectives Memorandum is not prepared (e.g., IPT effort, low dollar value), use a date reflective of when an initial Government position is established and add an appropriate comment in the “Remarks” field.

### **30.7.1.7 Approved**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that the prenegotiation objectives are approved. This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs since it is used in cycle time computations. If no approvals are required, enter the date on which negotiation commenced and add an appropriate comment in the “Remarks” field.

### **30.7.1.8 Target Amount**

Enter the target amount (up to 11 digits, no cents) of the prenegotiation objectives. Government prenegotiation objectives, whether prepared as a formal document or otherwise, may not contain a “target amount” per se (e.g., some documents contain only a minimum and maximum amount). What should be put in this field is the Government’s prenegotiation estimate of a fair and reasonable price for the effort.

## **For Negotiation**

### **30.7.1.9 Date Negotiated**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) the contract or modification is negotiated. This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs since it is used in cycle time computations.

## **For Price Negotiation Memo...**

### **30.7.1.10 Prepared**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that the price negotiation memorandum is prepared. This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs since it is used in cycle time computations.

### **30.7.1.11 Approved**

Enter the date (MMDDYY, MM/DD/YY or DD-MON-YYYY format) that the price negotiation memorandum is approved. This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs since it is used in cycle time computations. If no approvals are required, enter the date on which the price negotiation memorandum was prepared and add an appropriate comment in the “Remarks” field.

### **30.7.1.12 Amount Negotiated**

Enter the amount (up to 11 places, no decimals) negotiated (from the price negotiation memorandum). This field must be filled to close records created for ACO negotiations or PCO negotiations assisted by IPTs.

### **30.7.1.13 Name**

This field is applicable to ACO negotiations only. Select the CAO employee chiefly responsible for negotiation from this drop-down list of CAO employees. This field must be filled to close records for ACO negotiations.

## **Contractor Supporting Data Section**

### **30.7.1.14 Type of Supporting Data Obtained From Contractor**

Indicate the type of information obtained from the contractor in support of its proposed price.

## **Certified Cost or Pricing Data**

If cost or pricing data was obtained for any portion of the proposed costs then this item should be selected. Refer to FAR 15.403.

## **Pricing Information**

If pricing information was obtained in lieu of cost or pricing data select this choice. Also select this if pricing information was obtained in conjunction with “partial” cost or pricing data (e.g., a prime contractor is required to submit cost or pricing data. However, an exception applies to a particular subcontract cost within the prime contractor’s proposal. Thus, cost or pricing data is not obtained for this cost. But, pricing information is still necessary and is obtained). If “full” cost or pricing data is obtained, then this item should not be selected. Pricing information, presently termed “other than cost or pricing data,” includes data submitted on SF1449 (Refer to FAR 15.403-3).

### **30.7.1.15 If action exceeds TINA threshold & Cost or Pricing data not obtained, basis...**

Indicate the basis for the exception from the requirement to submit cost or pricing data. It is possible that more than one of the choices below would be applicable. (For example., a prime contractor is required to submit cost or pricing data. One subcontractor claims and is granted an exception because the supplies it is furnishing are commercial items. Another subcontract is awarded with adequate price competition.) Do not select multiple exceptions simply because a contractor may have been qualified for more than one. Refer to FAR 15.403-1.

## **Other Information Section**

### **30.7.1.16 Negotiated Under**

Indicate whether the agreement was negotiated under a Forward Pricing Rate Agreement (FPRA), a tailored FPRA, a Forward Pricing Rate Recommendation (FPRR) or No Rate Agreement.

---

**Note:** In a given proposal, some indirect costs may be covered by an FPRA, others by an FPRR and still others may be covered under neither—in such cases, select that which covers the greatest amount of the indirect costs.

---

### **30.7.1.17 Status of Contractor’s Cost Estimating System (If Applicable)**

Indicate whether the status of the contractor’s cost estimating system is Adequate, Partially Disapproved or Disapproved. Refer to FAR 15.407-5, DFARS 215.407-5.

### **30.7.1.18 Remarks**

Type in any additional necessary explanation (up to 150 characters). This field is not an integral part of the “Negotiation Information” screen—its placement here is simply because of space constraints elsewhere. Insert detail relative to any other field in the Pricing and Negotiation module (or anything else noteworthy that affects this particular action).

---

**Note:** If you enter more than the allowed number of characters, a message pops up when you **Tab** out of the text box. You must then edit the text so that it contains no more than the maximum allowed number of characters before you can save the record.

---